

Message Text

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PAGE 01 VIENNA 02759 071431Z

65

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 071359Z APR 76
FM AMEMBASSY VIENNA
TO AMEMBASSY BUCHAREST
SECSTATE WASHDC 8231
USDOC WASHDC

UNCLAS VIENNA 2759

BUCHAREST FOR HENRY L. CLARKE; COMM FOR B.A. THOMPSON
AND S. PORTER

E.O. 11652: N/A
TAGS: BEXP, XH
SUBJECT: ROMANIAN VISITS, LEIPZIG SPRING FAIR

REF: (A) BUCHAREST 1195, (B) VIENNA 4493

1. DURING U.S. EXHIBITION, LEIPZIG SPRING FAIR, MR. MAXI-
MILIAN VARDAN, DIRECTOR OF ROMANIAN EXHIBIT, PAID FORMAL
VISIT TO U.S. COMMERCIAL EXHIBITION. MR. VARDAN TOURED
EXHIBITION, AND WAS PROVIDED WITH TWO SETS OF ALL U.S.
COMPANY LITERATURE. INVITATIONS TO VISIT U.S. EXHIBITION
WERE ISSUED, AND SOME RESPONSE APPARENT ACCORDING TO
U.S. EXHIBITORS. AS ELECTRONUM WAS SITUATED ADJACENT TO
U.S. PAVILION, THE QUALITY, TYPE AND
GENERAL PRICING (DEPENDING ON EXHIBITOR) OF U.S. EQUIPMENT
WAS AVAILABLE FOR INSPECTION. U.S. EQUIPMENT PRICES
IN DDR PROVED VERY COMPETITIVE WITH OTHER WESTERN PRICING.

2. WE COULD NOT OBTAIN AN ACCURATE READING OF NON FORMAL
ROMANIAN VISITORSHIP, ALTHOUGH 3 COMPANIES, WANG, KAY-RAY,
AND BUEHLER SPECIFICALLY NOTED USEFUL CONTACTS. HEAVY
CROWDS OF EASTERN EUROPEANS WERE IN THE U.S. PAVILION AT
ALL TIMES, AND AS USUAL FEW IDENTIFIED THEMSELVES BY CARD.

3. DORIC SCIENTIFIC WAS INFORMED OF TRADE
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OPPORTUNITY IN REFTL AND ADVISED TO VISIT ELECTRONUM'S

OFFICES AT FAIR.BUCHANAN

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NNN

Message Attributes

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Disposition Approved on Date:
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Disposition Case Number: n/a
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Disposition Event:
Disposition History: n/a
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